

## Natural/Propane Gas and Steam Utilities

Summary Data: Natural Gas, Propane Gas and Steam Utility Companies Operating in New Hampshire  
Calendar Year 2015

Operating and Financial Statistics		EnergyNorth Natural Gas, Inc./Liberty Utilities <sup>1/</sup>	Northern Utilities, Inc./Unitil <sup>2/</sup>	Liberty Utilities/ Keene Division <sup>3/</sup>	Operating and Financial Stats	Concord Steam Corp. <sup>4/</sup>
<b>Bundled (Supply + Transportation) Customer Classes</b>	<b>2015</b>	2015	2015	2015	<b>Bundled Sales</b>	2015
<b>Residential</b>					<b>Public Authority</b>	
Number of Customers	p.30, line 38	78,626	24,533	769	Number of Customers	6
Average Annual Therms per Customer	p.30, line 38	793	755	382	Avg. Annual MLb/Customer	15,770
Average Annual Revenue per Customer	p.30, line 38	\$1,201	\$1,290	\$1,006	Avg. Annual Revenue/Cust.	\$647,702
Revenue per Therm	average revenue/average therms	1.51	1.71	2.63	Revenue per MLb	41.07
<b>Commercial/Industrial/Public Authority</b>					<b>Comm./Ind</b>	
Number of Customers	p. 30, line 77	9,376	5,743	463	Number of Customers	53
Average Annual Therms per Customer	p. 30, line 77	4,621	4,017	2,585	Avg. Annual MLb/Customer	665
Average Annual Revenue per Customer	p. 30, line 77	\$6,026	\$4,966	\$5,744	Avg. Annual Revenue/Cust.	\$30,709
Revenue per Therm	average revenue/average therms	1.30	1.24	2.22	Revenue per MLb	46.17
<b>Unbundled (Transportation) Classes</b>						
<b>Commercial/Industrial</b>					<b>Residential</b>	
Number of Customers	p. 31, line 107(EN)/146(NU)	2,332	969	0	Number of Customers	2
Average Annual Therms per Customer	p. 31, line 107(EN)/146(NU)	28,165	43,022	0	Avg. Annual MLb/Customer	6
Average Annual Revenue per Customer	p. 31, line 107(EN)/146(NU)	\$7,859	\$8,440	\$0	Avg. Annual Revenue/Cust.	\$274
Revenue per Therm	average revenue/average therms	0.28	0.20	0.00	Revenue per MLb	46.75
<b>Other Operating/Financial Statistics</b>						
Total Customers	p. 31, line 146	90,334	31,245	1,232	Total Customers	61
Total Operating Revenue	p.11, line 2	\$156,933,825	\$76,141,918	\$3,289,841	Total Operating Revenue	\$5,747,083
Total Operating Expenses	p.11, line 23	\$142,368,365	\$66,340,458	\$3,572,390	Total Operating Expenses	\$5,635,755
Net Income	p. 11, line 24	\$14,565,460	\$9,801,460	(\$282,549)	Net Income	\$111,328
Rate of Return		7.83%	7.28%	-11.82%	Actual Rate of Return	1.59%
Plant in Service	F-1 EN & NU/Audit CSC & NHGC	\$216,802,064	\$124,546,961	\$2,346,576	Plant in Service	\$5,804,254

Source: Calendar Year Ended December 31, 2015 Annual Reports & Year End Rate of Return Calculation filed with the NHPUC.

Notes: Bundled customer classes purchase gas supply and transportation delivery service directly from the utility companies.  
Unbundled Commercial/Industrial customer classes purchase gas supply from third party suppliers and use the utility's distribution system to deliver the gas.

1/ d/b/a Liberty Utilities

2/ Subsidiary of Unitil

3/ Stand alone propane distribution system in Keene, a division of EnergyNorth/Liberty.

4/ Stand alone steam distribution system located in Concord, NH. Order 25,966 issued November 10, 2016 approved request to terminate service.